



SMALL BUSINESS SPOTLIGHT TEVET  
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## SMALL BUSINESS PROFILE – TEVET LLC



*TEVET = Test Equipment Veteran*

- *Grow business while maintaining small business status*
- *Be the premier technology solutions provider to the Federal Government and their prime contractors by delivering with excellence through a world class team, innovation, service and systems*
- *FY12: \$3M spend in 4 of 6 diversity categories: SB / VOSB / SDVOSB / HUBZ*
- *FY12 revenue: \$65M*
- *FY13 revenue forecast: \$82M*
- *Replaced previous T&M provider due to poor business management*

***“TEVET offers a significant value. It’s called excellent customer service. From the front end to the delivery of ordered products, this excellence allows me to better service my internal customer.”***

*-Cory Wilcox, Buyer*



# CURRENT STATE

- Progress made to date
  - Mentor-Protégé Agreement approved November 2012
    - LEAN Value Stream Map (reduced order process MCT by 42.2%)
    - Employee engagement survey and interviews
    - Real Colors workshop (Towers Watson)
    - Worked with TEVET team to develop vision and mission
    - Worked with TEVET team to identify wildly important goals
    - Employee incentive plan
    - Defined performance metrics
  - Subcontracts from RC to TEVET doubled FY12 to FY13
  - Increased internal teams utilizing TEVET
  - TEVET named #777 on the 2013 Inc. 5000's Fastest Growing Companies

## FUTURE STATE

Goal	Benefit
Develop Sales Strategy	Long term business growth
Develop & Implement Talent Mgmt Strategy & Tools	World class team to better serve customers
Create & Document Lean Processes	Increase efficiencies, reduce costs
Create & Integrate System Improvements	Increase efficiencies; added value to customers
Create & Implement Employee Training Plan	World class team to better serve customers
Develop & Leverage Management Tools	Increase efficiencies, reduce costs
Develop & Implement Account Mgmt	Long term business growth
Be the Preeminent Supplier of Test Equipment	Win, win, win for customers, vendors and long term business growth

## BENEFITS

- Rockwell Collins
  - Stable, efficient supplier with reduced costs and improved performance
  - Small business credits in key categories
- TEVET
  - Value add to customers
  - Long term business growth
  - Highly skilled, world class workforce
  - Increase efficiencies, reduce costs
  - Consistent exceeding of customer expectations

## CONTACT

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